

Message Text

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PAGE 01 BONN 07730 261139Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----057160 261430Z /75

R 261129Z APR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8025
AMCONSUL FRANKFURT
AMCONSUL MUNICH

UNCLAS BONN 07730

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - INTERSTORE TRANSFER
SPECIALISTS, INC. EDMONDS, WA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

PAPIER STEIN
SCHILLERSTRASSE 38
D-8000 MUENCHEN 2
CONTACT: FRAU DR. STEIN-MAYER, MANAGER
PHONE: 09/592550
COMMENT: FIRM WAS ESTABLISHED IN 1945, IT EMPLOYS 8
PERSONS AND HAS AVERAGE ANNUAL SALES IN THE AMOUNT OF
DM 2.5 MILLION. FIRM ENJOYS A GOOD REPUTATION AND IS
CONSIDERED TO BE A SUITABLE BUSINESS PARTNER. MRS.
STEIN-MAYER WANTS MORE INFORMATION AND A SAMPLE OF 'ITS'
TOTE BOXES. IT WOULD LIKE ADDITIONAL PRODUCT
LITERATURE IN GERMAN IF AVAILABLE.

AMCONSUL FRANKFURT REPORTS:
THIS OFFER HAS BEEN PLACED AT THE DISPOSAL OF THE
FOLLOWING TWO NATIONAL WEST GERMAN MANUFACTURERS
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ASSOCIATIONS TO ALERT THEIR MEMBERS, WITH DIRECT REPLY
TO THE US COMPANY:
1. FACHVERBAND FALTSCHACHTEL INDUSTRIE E.V.
AM STADTHOF 1
D-6050 OFFENBACH/MAIN
CONTACT: WOLFGANG BERGMANN, MANAGER
PHONE: 0611-883321

2. FACHVERBAND PAPIER UND PAPPE VERARBEITENDE

INDUSTRIE E.V.

ARNDTSTR. 47

D-6000 FRANKFURT/MAIN

CONTACT: HERR WULF, MANAGER, FOREIGN TRADE DEPT.

PHONE: 0611-751557

ACCORDING TO RELIABLE TRADE AND INDUSTRY SOURCES, PENETRATION INTO THE WEST GERMAN MARKET WITH THIS TYPE OF PRODUCT WOULD BEST BE FEASIBLE THROUGH COOOERATIVE ARRANGEMENTS WITH DOMESTIC MANUFACTURERS UTILIZING THEIR EFFICIENT DISTRIBUTION NETWORKS AS WELL. ACCORDINGLY, THE GERMAN MANUFACTURER PFAEFFLE GMBH, KARTONNAGEN-FABRIK, (CONTACT MR. PFAEFFLE), D-70L2 FELLBACH, NEAR STUTTGART, POST OFFICE BOX 1840, WOULD BE OPEN FOR DISCUSSION OF SUCH A PROJECT.

ALSO, THE U.S. COMPANY SHOULD BE ALERTED TO THE SPECIALITY TRADE FAIR INTERPACK, HELD JUNE 8-14, 197, DUESSELDORF, GERMANY WITH A VIEW TOWARD GIVING ITS BUSINESS PROJECT A BROADER EXPOSURE THERE.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

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Subject: ADS REQUEST - INTERSTORE TRANSFER SPECIALISTS, INC. EDMONDS, WA DESPITE EXTENSIVE CANVASSING THE EMBASSY
COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/6d55bca7-c288-dd11-92da-001cc4696bcc
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